MADISON ADAMS™

REAL ESTATE MARKET REPORT

SECAUCUS

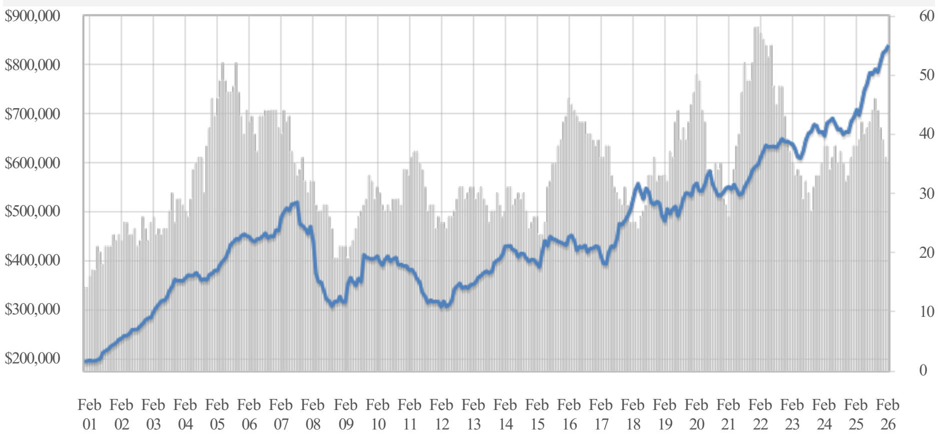
HUDSON COUNTY—NEW JERSEY—GOLD COAST ON THE HUDSON™

02 2026

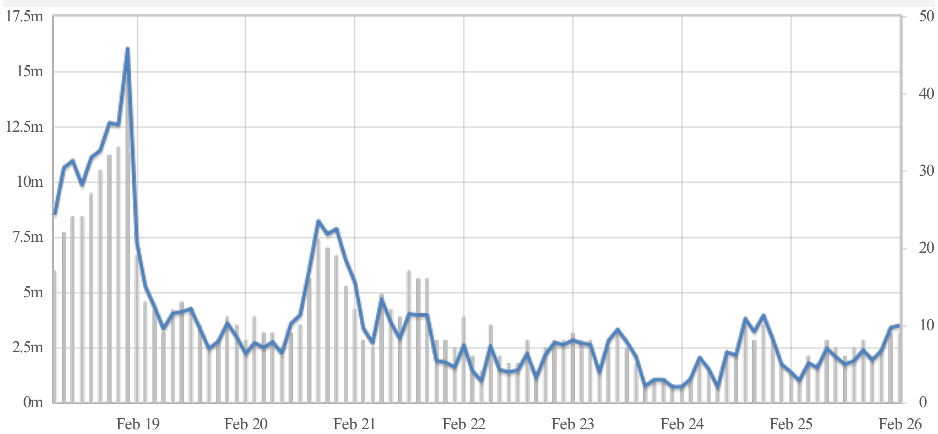
MARKET TRENDS

Monthly Market Report

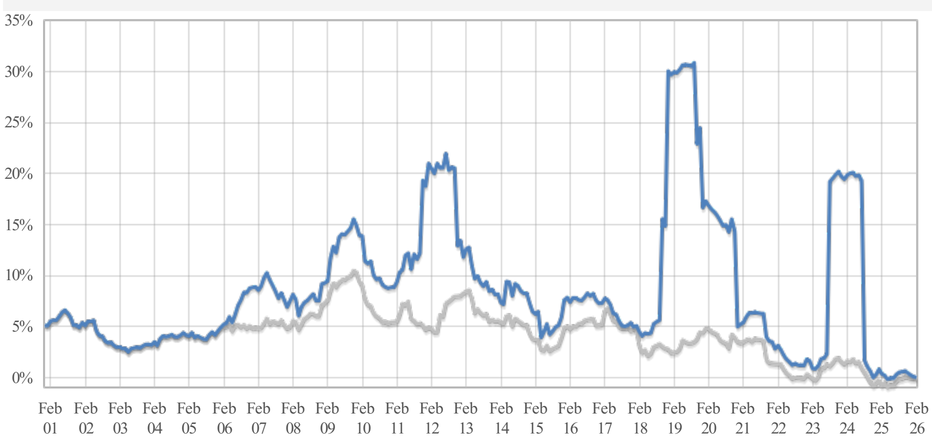
SALES ■ AVG SALE ■ NUMBER OF SALES



SUPPLY ■ ABSORPTION RATE ■ NUMBER OF ACTIVE



DISCOUNT RATE ■ ORIG DISCOUNT ■ DISCOUNT



HOME SALES & MARKET TRENDS

12 MONTH MOVING AVG

As of 02/28/26

PRICES — Average Sale: **$840,286** ↑

UNITS SOLD — 12 Months: **35** ↓

ACTIVE — February: **9**

ABSORPTION — Months: **3.5** ↑

ORIG DISCOUNT — From First List Price: **0.0%** ↓

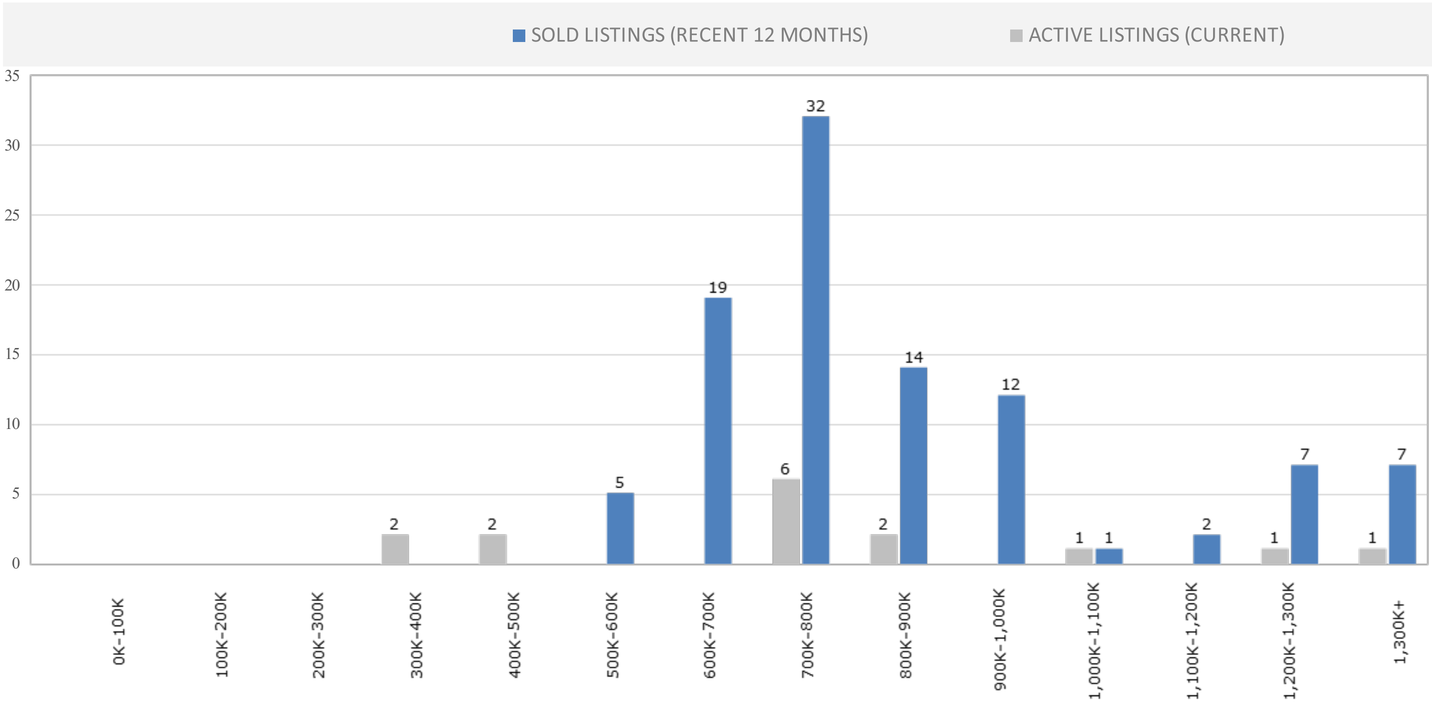
DISCOUNT — From Last List Price: **0.0%** ↑

TOWN STATS

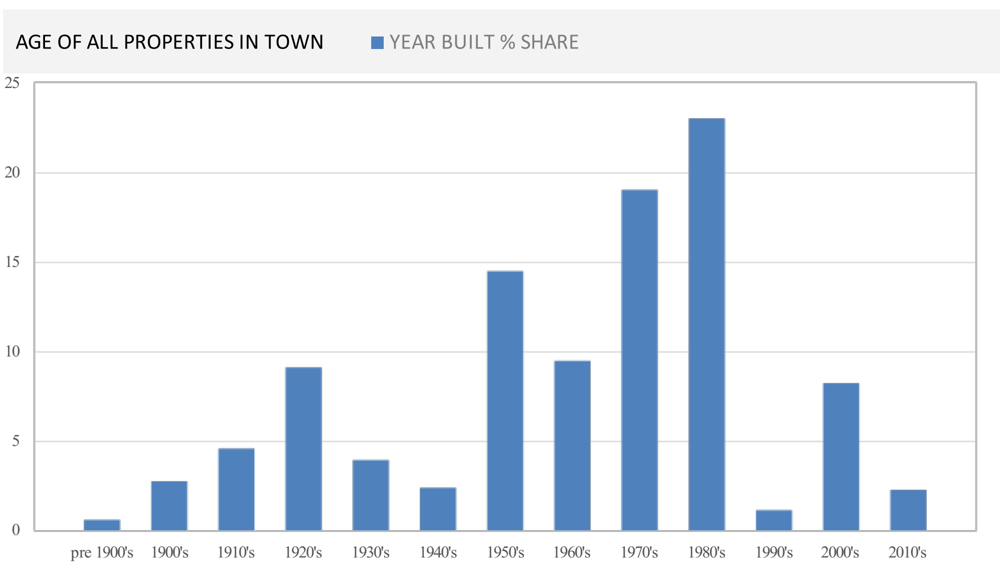
Population	19,092
Total Housing Units	5,798
Single Family Homes	4,180
General Tax Rate (2023)	3.969%
Effective Tax Rate (2023)	1.978%

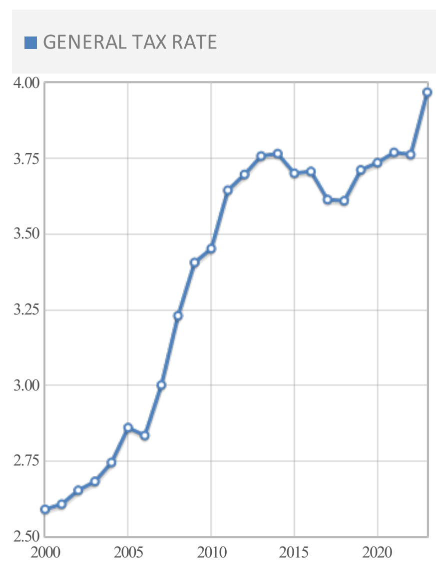
MARKET DEPTH ANALYSIS

FEBRUARY 2026



VIBRANCY & DEVELOPMENT





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SECAUCUS
SINGLE FAMILY HOMES

MARKET INDICATORS
FEBRUARY 2026

SELLER GUIDANCE - Secaucus is a buyer-leaning market, with more choice and more negotiating leverage on the buyer side, so homes must be positioned carefully to avoid stalling. Mispricing risk is low, a well-positioned home can usually maintain its pricing posture without needing mid-listing reductions. The recommended approach is to price right and expect normal negotiation, focus on accurate positioning, strong presentation, and reasonable give-and-take on terms. Closing behavior reflects a bidding-up trend, many deals tend to sell at or above the final asking price, consistent with competitive buyer behavior. Practical takeaway: align the list price with the most defensible value range, match the strategy to current leverage and risk, and use early-market feedback, including showing activity, offer quality, and timing to confirm the listing is positioned appropriately.

MARKET LEVERAGE INDEX (MLI)

The Market Leverage Index (MLI) is a 1–100 score that shows how much negotiating power sellers have right now in your town. Higher scores mean buyers are competing more, and sellers can typically hold firmer on price and terms.

33

BUYER LEANING

Buyers have more choices and negotiate more. Homes may take longer to sell unless priced and positioned carefully.

MISPRICING RISK INDEX (MRI)

The Mispricing Risk Index (MRI) is a 1–100 score that estimates how likely a home is to sit longer and require price reductions if it's listed above what buyers are currently paying in the market.

1

VERY LOW MISPRICING RISK

The market is highly forgiving. Well-presented homes can often hold the price without the need for reductions.

DISCOUNT CLIMATE INDICATOR (DCI)

The Discount Climate Indicator (DCI) shows whether homes are typically selling below the final asking price (buyers negotiating discounts) or at/above it (buyers competing and paying premiums).

BIDDING-UP TREND

Homes are commonly selling above the final asking price, which usually means buyers are competing and sellers can hold firm.

MARKET PRICING GUIDE (MPG)

The Market Pricing Guide (MPG) helps sellers choose the best listing price approach by showing how strong the market is right now and how risky it is to start too high.

PRICE RIGHT AND EXPECT NORMAL NEGOTIATION

Balanced market. Buyers have options. Pricing must be accurate and normal negotiation should be expected. Price it correctly to attract steady interest and be prepared for normal negotiation on price or credits.